



Facilities Maintenance and Hardware Acquisition Center  
Industry Event March 22-24, 2011  
Course Syllabus

Course Title	Course Description	Instructor	Intended Audience	Times Offered
<b>The Federal Market Outlook for Schedule 03FAC Services</b> 	A forecast of federal spending for services offered under Schedule 03FAC. Course will also highlight several market drivers impacting federal demand.	Bill Gormley-Washington Management Group	Schedule 03FAC Contract Holders	Tuesday 2:45-3:45 Grand Suite 1
<b>The Federal Market Outlook for Schedule 51V Products</b> 	A forecast of federal spending on products and services offered under 51V schedule. Course will also highlight several market drivers impacting federal demand.	Bill Gormley-Washington Management Group	Schedule 51V Contract Holders	Tuesday 4:00-5:00 Grand Suite 1




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<p>Doing business with Public Building Service (PBS)</p> <p></p> <p></p>	<p>A representative from GSA's Public Building Service (PBS) will provide information on how PBS purchases many of their services and how industry partners can do business with PBS. <b>This will be done via teleconference.</b></p>	<p>LaVaughn Seepersad-Fayson – GSA Public Building Service</p>	<p>Primarily Service Contract Holders</p>	<p>Tuesday 8:30 -9:30 Grand Suite 2</p>
<p>Update on E-Mods &amp; E-Offers within FMHAC. Digital Certificates Authorized Negotiator Mod Process</p> <p></p>	<p>Update from the FMHAC on electronic processing of modifications and offers</p>	<p>Donald Denno- Director Commercial Acquisition of Products and Services Division Ellie Upchurch – FMHAC Products Section Chief and Supervisory Contracting Officer</p>	<p>All Schedule Contract Holders</p>	<p>Tuesday 2:45-3:45 Salon F Wednesday 10:15-11:15 Salon F Wednesday 1:15-2:15 Grand Suite 2 Thursday 8:45-9:45 Salon ABCD</p>



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Increasing your Product Sales by Participating in DOD E-Mall	An in-depth description of DLA E-Mall, DLA's online catalogue, and instructions for participation by GSA's product Contractors	Ken Tomalka-Defense Logistics Agency	Primarily Schedule 51V Contract Holders	Tuesday 8:30-9:30 Salon F Tuesday 4:00-5:00 Salon G
Buying Power of GSA's Global Supply	Come hear from Schedule 51V's largest customer about how NSNs and BPAs are established to assist federal customers	Shanna Smith-Division Director, Logistics Support and Customer Service Division, Heartland Supply Operations Center, GSA, Federal Acquisition Service	Primarily Schedule 51V Contract Holders	Tuesday 9:45-10:45 Salon G Tuesday 4:00-5:00 Salon F
Public Building Service (PBS) Energy Services Acquisition Strategies  	<b>Video Teleconference</b> presentation by the PBS Energy Center of Expertise on acquisition strategies for	Mark Ewing – Director, PBS Energy Center of Expertise	Schedule 03FAC Energy Services Contract Holders	Tuesday 9:45-10:45 Grand Suite 2



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	metering services, building commissioning and energy audits.			
03FAC Sustainable Solutions Team Meeting 	In this meeting we will be discussing the work the Team has done to show the green attributes of the 03FAC Schedule. Other topics will include next steps for the Team.	Facilitated by Jessica Ocampo, Contracting Officer, FMHAC and Mary Snodderly, FMHAC Business Development Specialist	All 03FAC Contract Holders	Tuesday 4:00-5:00 Salon E
Panel on Green Products and Direction the FMHAC is going with Greening Schedule 51V 	This class will cover the direction the FMHAC is going on Greening 51V and how that ties in with what	Gary Jenkins, Business Development Specialist, FMHAC; Ellen Upchurch, FMHAC Products Section Chief and Supervisory	Schedule 51V Contract Holders	Tuesday 8:30-9:30 Salon E Tuesday 9:45-10:45 Salon E


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	FAS is doing across all Schedules to meet all the various "green" mandates. It will include representatives from the FMHAC, and GSA Central office.	Contracting Officer; Elizabeth Skolnik, GSA		
Marketing your GSA Schedule	Fed Market presents best practices in marketing your GSA contract	Eileen Kent - Fed Market	All Schedule Contract Holders	Tuesday 2:45-3:45 Salon G Wednesday 10:15-11:15 Salon G Wednesday 2:45-3:45 Salon E Thursday 10:00-11:00 Salon E
Hot Topics in the World of GSA Schedules 	Learn about the latest initiatives in the world of GSA Schedules. New Regulations, New Programs, New Directions	Walter Eckbreth – GSA, Acquisition Ombudsman	All Schedule Contract Holders	Wednesday 2:45-3:45 Grand Suite 1



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e-Everything: e-Tools , GSA Advantage!, eBuy, SIP 	Learn about GSA's suite of electronic acquisition tools/to include new icons	Tim Dempsey- GSA, Office of Acquisition Management	All Schedule Contract Holders	Tuesday 4:00-5:00 Grand Suite 2 Thursday 10:00-11:00 Grand Suite 1
Energy Services Meeting 	Meeting with Schedule 03FAC energy services companies	Tim Benoit, Branch Chief of Business Development FMHAC; Andrew Pong, Business Development Specialist FMHAC; Janet Haynes, Contracting Officer FMHAC	Schedule 03FAC Energy Services Contract Holders	Wednesday 2:45-3:45 Salon ABCD
GSA Mentor-Protégé Program Industry Partner Panel: A discussion on the experiences and relationships of Industry Partners in the Mentor Protégé Program	Learn how other Schedule holders that are participating in the GSA Mentor Protégé Program have been successful. See what lessons learned and what they have	Facilitated by Anthony Eiland (Tony) Program Coordinator - Mentor-Protégé Program, GSA, Office of Small Business Utilization	All Schedule Contract Holders	Wednesday 1:15-2:15 Salon F Thursday 8:45-9:45 Salon G


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	experienced through their involvement in the program and how it has affected their businesses			
Understanding the GSA Mentor/Protégé Program	Learn more about the overall scope, participation prerequisites, program expectations and reporting requirements for the GSA Mentor/Protégé Program	Anthony Eiland (Tony) Program Coordinator - Mentor-Protégé Program, GSA, Office of Small Business Utilization	All Schedule Contract Holders	Wednesday 2:45-3:45 Salon F Thursday 10:00-11:00 Salon G
Doing Business with Scott AFB IL- The Basics for Small Business Concerns 	Panel discussion by SBA, St. Louis, MO and TRANSCOM, Small Business Office, Scott AFB	Maria Galloway – St. Louis SBA & Michelle Mendez – Director, TRANSCOM, Small Business Office, Scott AFB	All Small Business Schedule Contract Holders	Tuesday 8:30-9:30 Grand Suite 1 Tuesday 9:45-10:45 Grand Suite 1

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What every 03FAC Contractor Needs to Know	Proper Use of the 03FAC Schedule Contract	Elaine Rasmussen, Deputy Director FMHAC; Mark Lee, Chief of Policy, MAS Program Office	Primarily Schedule 03FAC Contract Holders	Wednesday 2:45-3:45 Grand Suite 2
What every 51V Contractor Needs to Know	In this meeting we will be discussing Point of Sale and Level 3 data; Standardization, and other important topics.	Gary Jenkins, Business Development Specialist FMHAC; Ellen Upchurch, FMHAC Products Section Chief and Supervisory Contracting Officer; Aletha Pelham, FMHAC Contracting Officer	51V Contract Holders	Wednesday 10:15-11:15 Grand Suite 2
Understanding GSA's IOA Contractor Assistance Visits	Learn about the Contractor Assistance Visits conducted by GSA's Industrial Operations Analysts (IOAs)	Zach Smith- GSA Supplier Management	All Contract Holders	Wednesday 1:15-2:15 Salon G Wednesday 2:45-3:45 Salon G Thursday 8:45-9:45 Salon F Thursday 10:00-11:00 Salon F

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Facilities Maintenance Meeting	This will be the quarterly meeting with the facilities maintenance and management companies to discuss issues related to this industry group.	Mary Snodderly-FMHAC Business Development Specialist	Primarily Facilities Maintenance Companies	Wednesday 1:15-2:15 Salon ABCD
AbilityOne: Partnering for Success 	The AbilityOne program creates employment opportunities for Americans with Disabilities. Come learn how your organization can become a stakeholder in this important and unique program. Also, discover how SKILCRAFT is moving forward	Jason Endicott – AbilityOne	Primarily Schedule 51V Contract Holders	Tuesday 9:45-10:45 Salon F Wednesday 1:15-2:15 Salon E

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	to become a more environmentally sustainable source for federal commodity procurement.			
Assisted Acquisition Solutions for 03FAC customers	Presentation by Region 8, Assisted Acquisition on innovative assisted acquisition solutions available to Federal customers procuring Schedule 03FAC services.	Kenneth Moore-Director, Region 8, Assisted Acquisition Office, GSA	Schedule 03FAC Contract Holders	Wednesday 10:15-11:15 Grand Suite 1 Thursday 8:45-9:45 Grand Suite 2


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Contractor Teaming Arrangements - On the Court and in Contracts	Contractor Teaming Arrangements: Design, components, and what is required to create a successful team.	Patrick Mazzei and Eric Stonner, Contract Specialists, FMHAC. Facilitated by Walter Eckbreth – GSA, Acquisition Ombudsman	All Contract Holders	Tuesday 2:45-3:45 Salon E Wednesday 10:15-11:15 Salon E
EO 13514 & GSA's Strategic Sustainability Performance Plan 	Presentation on challenges Federal agencies face in complying with EO 13514	Laurie Gilmer, Facility Engineering Associates	Schedule 03FAC Contract Holders	Tuesday 2:45-3:45 Grand Suite 2 Thursday 8:45-9:45 Grand Suite 1
Marketing Subcommittee Meeting	Learn about the collaborative assistance and networking opportunities available to marketing subcommittee members.	Marvin Steinlauf, Vice President, All Foam Products	Open to all current Subcommittee Members and companies interested in joining.	Thursday 8:45-9:45 Salon E


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<b>Strategic Sourcing- An Overview</b> 	Learn about the hottest topic in the Federal acquisition community - strategic sourcing. Agency lever strategic sourcing as well as Governmentwide strategic sourcing will be covered.	Walter Eckbreth – GSA, Acquisition Ombudsman	All Contract Holders	Tuesday 8:30-9:30 Salon G Wednesday 1:15-2:15 Grand Suite 1
How to Market Services to PBS from a Consultant's perspective	Learn tips from an ex PBS Regional Commissioner, now consultant, on how to better market your services to PBS.	Tom Walker, Managing Principal, Thomas H. Walker Consultants	Schedule 03FAC Contract Holders	Thursday 10:00-11:00 Grand Suite 2

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